



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
REAL ESTATE COMMISSION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: DPR.DELAWARE.GOV
EMAIL: customerservice.dpr@state.de.us

PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, November 5, 2015 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware
MINUTES APPROVED:	12/03/2015

MEMBERS PRESENT

Tim Riale, Sussex County, Professional Member, Chairperson, Presiding
Tom Burns, Kent County, Professional Member, Vice Chairperson
Barbara Brodoway, New Castle County, Public Member
Donna Klimowicz, New Castle County, Professional Member
Debbie Oberdorf, Kent County, Professional Member
Casey Price, Sussex County, Professional Member
Michael Rushe, Kent County, Public Member
Denise Tatman, Sussex County, Public Member

MEMBERS ABSENT

Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Jessica Williams, Administrative Specialist II

CALL TO ORDER

Mr. Riale called the meeting to order at 9:32 a.m.

REVIEW OF MINUTES

Mr. Rushe moved, seconded by Ms. Oberdorf, to approve the October 1, 2015 minutes as written. Motion unanimously carried.

UNFINISHED BUSINESS

Review Final Draft of Proposed Guidelines Addressing Online Pre-Licensing Courses

This item was tabled until the December 3, 2015 meeting.

Discussion Regarding Intermediate or Advanced Difficulty Level Requirement for Online CE's

Ms. Williams requested feedback from the Committee members regarding the intermediate courses that they had access to through The CE Shop, Inc. All members reported that they were unable to log in to the courses. Ms. Williams will contact The CE Shop, Inc., to report the issue.

Discussion Regarding Potential Revisions to Broker's Course Outline

Ms. Williams suggested that the Committee see if the Commission is interested in modifying the current outline for the Broker's course, prior to recommending potential revisions. Mr. Riale will inquire with the Commission, if they are interested in modifying the current outline in the future.

Review Previously Tabled Course Provider Applications for the Delaware School of Real Estate

Ms. Klimowicz moved, seconded by Ms. Price, to recommend approval of the following items as noted below. Motion unanimously carried.

Course Title: Guiding Homebuyers – Current Mortgage Programs and Topics **Approved**
Credit Hours: 3.0
Module: 7

Course Title: The 15 Minute Walk Through **Approved**
Credit Hours: 3.0
Module: 7

NEW BUSINESS

Update from the Commission

Mr. Riale reported that the recommendations made by the Committee during the October, 1, 2015 meeting, were approved.

Review of Course Provider Applications

Ms. Price moved, seconded by Ms. Klimowicz, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Association of REALTORS® School
Course Title: The Essentials of Risk Reduction for Agents & Brokers **Approved**
Credit Hours: 3.0
Module: 6

Course Title: Selling HUD Homes – Making it Easy! **Approved for Module 7, Not Module 6 as Requested**
Credit Hours: 3.0
Module: 7

Course Title: Real Estate Documents **Approved**
Credit Hours: 3.0
Module: 3

Course Title: Legal Issues in Commercial Real Estate **Approved**
Credit Hours: 3.0
Module: 3 or 5 or 7

Course Title: From Completion to Closing: An Antitrust and RESPA Guide for RE Licensees **Approved**

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Credit Hours: 3.0
Module: 5 or 6 or 7

Course Title: 15 Things RE Licensees Should Not Do **Approved**
Credit Hours: 3.0
Module: 4 or 7

Course Title: Agency & Fair Housing **Approved**
Credit Hours: 3.0
Module: 1

Course Title: Buyer Agency: A Practical Guide **Approved**
Credit Hours: 3.0
Module; 7

Course Title: Ethics in Real Estate **Approved**
Credit Hours: 3.0
Module: 2

Course Provider: Delaware School of Real Estate
Course Title: Differences Between DE, MD & PA RE Contracts **Denied – Course Content Lacks
Delaware Specificity**
Credit Hours: 3.0
Module: 3

Course Title: Credit 101 **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: The Frederick Academy of Real Estate
Course Title: Real Estate Investment Fundamentals **Approved**
Credit Hours: 3.0
Module: 6

Course Title: Practices for the Commercial Agent and Commercial Broker's Lien **Approved**
Credit Hours: 3.0
Module: 6

Course Title: Real Estate Hot Buttons and Issues **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: McKissock, LP
Course Title: Real Estate Safety: Protect Yourself During a Showing **Approved**
Credit Hours: 3.0
Module: 7

Course Title: How to Work with Real Estate Investors – Part 1 **Approved**
Credit Hours: 3.0
Module 7

Course Title: Niche Marketing: Narrow Your Focus **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Mortgages, Loans and Laws – How They Help Your Client **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Common Mistakes Every Agent Should Avoid **Approved**
Credit Hours: 3.0
Module: 7

Course Title: A New Look at Contract Law **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Real Estate Institute of Delaware
Course Title: Delaware Pre-Licensing Course **Approved**
Credit Hours: 99.0

Course Title: Credit 101 – Understanding FICO **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Ward & Taylor, LLC
Course Title: Short Sales & Foreclosures **Approved**
Credit Hours: 3.0
Module: 6 or 7

Course Title: Credit 101 **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Coldwell Banker Residential Brokerage School of Real Estate
Course Title: Delaware Pre-Licensing Course **Approved**
Credit Hours: 99

Course Provider: New Castle County Board of REALTORS ®
Course Title: REALTOR Safety & Self Defense **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Sussex County Association of REALTORS ®
Course Title: e-Pro ® Certification: Day 1 **Approved**
Credit Hours: 6.0
Modules: 6 & 7

Review of Instructor Applications

Ms. Price moved, seconded by Ms. Klimowicz, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Margaret Colman **Approved for Module 7 Only; Not New Licensee Modules; Continuing Education Modules or Pre-Licensing Course as Requested**

Continuing Education: Module 7 – Ultimate RE Professionalism, Negotiating; How to Have a Smooth Settlement; Helping Seller Clients Make Better Decisions; Assisting the Internet Customer; Understanding the Addenda

Pre-Licensing Course: Orientation; Real Estate Sales

William Frost **Approved for New Licensee Modules 1 – 4; Continuing Education Modules 1, 2, 4, 6 & 7; and Pre-Licensing; Not Approved For Module 3 as Requested**

Continuing Education: New Licensee Modules 1 & 4; Continuing Education Modules 1 4; 6 & 7 – Code of Ethics; Financing; Investment in RE; Contacts; Contract Addenda

Pre-Licensing Course: Orientation; Real Estate Mathematics

Richard Heller **Approved**

Continuing Education: Modules 3, 5 & 7 – Commercial RE. 1031 Tax Exchange, RESPA, Tax Benefits; Taxation; Residential RE

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment

Charles Martin **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 4 & 6

Pre-Licensing Course: Real Estate Sales

Claire McLaughlin **Tabled – Incomplete Application**

Continuing Education: Continuing Education Modules 1 – 6; 7 – Contract to Settlement; Common Contract Addenda

Paul Wildey **Approved**

Continuing Education: Continuing Education Modules 1 – 6; 7 – Contract to Settlement; Common Contract Addenda

Ruth Briggs-King **Approved**

Continuing Education: New Licensee Modules 1 & 4; Continuing Education Modules: 2; 4; 5; & 7

Pre-Licensing Course: Orientation

Broker's Course: Ethics

Scott Deputy **Approved**

Continuing Education: Continuing Education Module 7 – Realtor Safety & Self-Defense

Review of Student Request for Approval of Continuing Education

Ms. Price moved, seconded by Ms. Klimowicz, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Student Name: Robert Walsh **Approved**

Course Title: NAR Ethics

Course Provider: Sussex County Association of REALTORS®

Credit Hours: 3.0

Requesting Approval for Module: 7

Review and Consider Letter of Interest for Upcoming Sussex County Professional Member Vacancy

The Committee reviewed the letter of interest and resume for Virgil Bullis, Sr. Ms. Tatman moved, seconded by Mr. Rushe to recommend Virgil Bullis, Sr., for appointment to the Real Estate Education Committee, to be effective upon the expiration of Mr. Riale's appointment. Motion unanimously carried.

CORRESPONDENCE

There was no correspondence.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

There was no other business before the Committee.

PUBLIC COMMENT

There was no public comment.

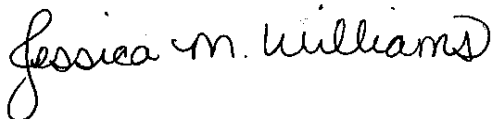
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, December 3, 2015 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Mr. Rushe moved, seconded by Ms. Price, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 10:48 a.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Jessica M. Williams". The signature is written in a cursive, flowing style.

Jessica M. Williams
Administrative Specialist II